

## CONTRACT



**WOIO**  
**1717 East 12th Street**  
**Cleveland, OH 44114**  
**(216) 771-1943**

And:

**Adelstein/Liston**  
**222 W. Ontario**  
**Suite 600**  
**Chicago, IL 60610**

<u>Contract / Revision</u> 815961 /		<u>Alt Order #</u> 06302752
<u>Product</u> <b>AFSCME (OH-16)</b>		
<u>Contract Dates</u> <b>10/01/12 - 10/07/12</b>		<u>Estimate #</u> <b>3203</b>
<u>Advertiser</u> <b>AFSCME</b>		<u>Original Date / Revision</u> 09/18/12 / 09/18/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> <b>WOIO</b>	<u>Account Executive</u> Jim Rapp	<u>Sales Office</u> Telerep-Chicago
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8004	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	WOIO	10/01/12	10/05/12	Action News at 5a	5-6a		:30			NM	10	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				10	\$150.00			
2	WOIO	10/01/12	10/05/12	Action News at 6a	6-7a		:30			NM	9	\$2,025.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				9	\$225.00			
3	WOIO	10/01/12	10/05/12	The Early Show	7-9a		:30			NM	15	\$2,625.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				15	\$175.00			
4	WOIO	10/01/12	10/05/12	CBS Soaps	1230-2p		:30			NM	4	\$8,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				4	\$2,000.00			
5	WOIO	10/01/12	10/05/12	Action News at 4p	4-5p		:30			NM	10	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				10	\$500.00			
6	WOIO	10/01/12	10/05/12	Action News at 5p	5-6p		:30			NM	5	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				5	\$1,500.00			
7	WOIO	10/01/12	10/05/12	Action News at 11p	11-1135p		:30			NM	5	\$15,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				5	\$3,000.00			
8	WOIO	10/01/12	10/05/12	David Letterman	1135p-1238a		:30			NM	5	\$3,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				5	\$750.00			
9	WOIO	10/05/12	10/05/12	Fri Hour 1	8-9p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	----1--				1	\$3,000.00			
10	WOIO	10/05/12	10/05/12	Fri Hour 3	10-11p		:30			NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	----1--				1	\$6,000.00			
11	WOIO	10/06/12	10/06/12	Sat Early Show	9-11a		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

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**1717 East 12th Street**  
**Cleveland, OH 44114**  
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<u>Contract / Revision</u> 815961 /		<u>Alt Order #</u> 06302752
<u>Contract Dates</u> <b>10/01/12 - 10/07/12</b>	<u>Product</u> AFSCME (OH-16)	<u>Estimate #</u> <b>3203</b>
<u>Advertiser</u> <b>AFSCME</b>		<u>Original Date / Revision</u> 09/18/12 / 09/18/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	-----2-	2	\$225.00						
12	WOIO	10/06/12	10/06/12	NCAA Football Reg Game 1	1130a-7p		:30			NM	5	\$4,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	-----5-	5	\$850.00						
13	WOIO	10/06/12	10/06/12	SA Action News at 7p	7-8p		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	-----1-	1	\$2,000.00						
14	WOIO	10/07/12	10/07/12	AFC GAME 2	415p-7p		:30			NM	1	\$15,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	-----1	1	\$15,000.00						
15	WOIO	10/07/12	10/07/12	Sun Hour 3	9-10p		:30			NM	1	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	-----1	1	\$7,500.00						
16	WOIO	10/07/12	10/07/12	Sun Hour 4	10-11p		:30			NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	-----1	1	\$6,000.00						
17	WOIO	10/07/12	10/07/12	Lt Su Action News at 11p	1130p-1230a		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	-----1	1	\$2,500.00						
D 18	WOIO	10/07/12	10/07/12	1205a-105a	1205a-105a		:30			NM	0	\$0.00
19	WOIO	10/07/12	10/07/12	Browns Football	1-4p		:30			NM	1	\$30,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	-----1	1	\$30,000.00						
N 20	WOIO	10/01/12	10/05/12	America Now	9-10a		:30			NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>						
Week:		10/01/12	10/07/12	MTWTF--	2	\$175.00						
Totals											80	\$122,450.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 - 10/07/12	80	\$122,450.00	\$104,082.50
<b>Totals</b>	<b>80</b>	<b>\$122,450.00</b>	<b>\$104,082.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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